



GENERAL SERVICES ADMINISTRATION

**FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**GSA SCHEDULE 84, FSC Group 63
ALARM AND SIGNAL SYSTEMS/FACILITY MANAGEMENT SERVICES AND SYSTEMS**

SIN 246-1000 - Security, Alarm & Signal Systems

SIN 246-42 (1) - Facility Management Systems

SIN 246-52 - Professional Security/Facility Management Services

LAW ENFORCEMENT AND SECURITY EQUIPMENT SUPPLIES AND SERVICES

SIN 426-4F Emergency Preparedness and First Responder Equipment, Training and Services

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Contract Number: GS-07F-0285L

Period Covered by Contract: August 1, 2011 to July 31, 2016

Pricelist current through Modification # A430 dated May 29, 2015.

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

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1. INFORMATION FOR ORDERING ACTIVITIES

- 1a. Special Item Numbers: 246-42(1), 246-52, & 426-4F.
- 1b. Lowest priced model number and unit price for Special Item Number 246 is the Cinch Jones Connector (2107-006-01) at \$3.75.
- 1c. Hourly Labor Category Descriptions: Lockheed Martin Transportation & Security Solutions offers professional consulting services in support of physical security requirements. Please refer to Sections 5 and 6 for further details pertaining to minimum qualifications, functions, and responsibilities for each labor category.
2. Maximum order amount: 246-42 (\$150,000), 246-50-52 (\$200,000), & 426-4F (\$200,000).
3. Minimum order: \$500.
4. Geographic coverage: 48 Contiguous States and the District of Columbia.
5. Point(s) of production: Rockville, Maryland
6. All prices listed are net of discounts.
7. Quantity discounts: None.
8. Prompt payment terms: None.
- 9a. Government purchase cards are accepted up to the micro-purchase threshold.
- 9b. Government purchase cards are accepted above the micro-purchase threshold.
10. Foreign items: None.
- 11a. Time of delivery: 60 days or sooner.
- 11b. Expedited Delivery: (Please contract LM-TSS for possible expedited delivery times).
- 11c. Overnight and 2-day delivery: (Please contract LM-TSS for possible expedited delivery times).
- 11d. Urgent Requirements: None.
12. F.o.b. point(s): 246-42(1) Destination; (Ref. G-FSS-920, Ordering Procedures for Services)
- 13a. Ordering address:

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- 13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. Payment: Check: JP Morgan Chase
 P.O. BOX 23432, A/C#: 716486634
 CHICAGO, IL 60673-7426 USA
- EFT: CITIBANK NA
 c/o LOCKHEED MARTIN CORPORATION
 NEW YORK, NY 10018 USA
 ABA#: 021000089 A/C#: 30627381
 EIN: 52-1893632
15. Warranty provision: Standard Commercial (Ref. G-FSS-920, Ordering Procedures for Services).
16. Export packing charges: N/A.
17. Terms and conditions of Government purchase card acceptance: \$25,000 or less.
18. Terms and conditions of rental, maintenance, and repair: N/A.
19. Terms and conditions of installation: 246-42(1) Standard Commercial & 246-52 (Ref. G-FSS-920, Ordering Procedures for Services).
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: 246-42(1) Standard Commercial & 246-52 (Ref. G-FSS-920, Ordering Procedures for Services).
- 20a. Terms and conditions for any other services: 246-42(1) Standard Commercial & (Ref. G-FSS-920, Ordering Procedures for Services)
21. List of service and distribution points: Lockheed has facilities nationwide to service the 48 Contiguous States and the District of Columbia.
22. List of participating dealers: N/A.
23. Preventive maintenance: Based on Response to Request for Quote.
- 24a. Special attributes: Recycled content, energy efficiency, and/or reduced pollutants.
25. Data Universal Number System (DUNS) number: 011367237.
26. Lockheed Martin Transportation & Security Solutions is registered in Central Contractor Registration (CCR) database.

2. BASIC ORDERING GUIDELINES

In accordance with FAR 8.404:

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

a. Orders placed at or below the micro-purchase threshold. Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the agency's needs. In selecting the supply or service representing the best value, the ordering office may consider--

- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
- (2) Trade-in considerations;
- (3) Probable life of the item selected as compared with that of a comparable item;
- (4) Warranty considerations;
- (5) Maintenance availability;
- (6) Past performance; and
- (7) Environmental and energy efficiency considerations.

c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering offices shall--

Review additional Schedule Contractors'

- (1) catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;
- (2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and
- (3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, the Contractor may:

- (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
- (2) Offer the lowest price available under the contract; or
- (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

d. Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering offices may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.

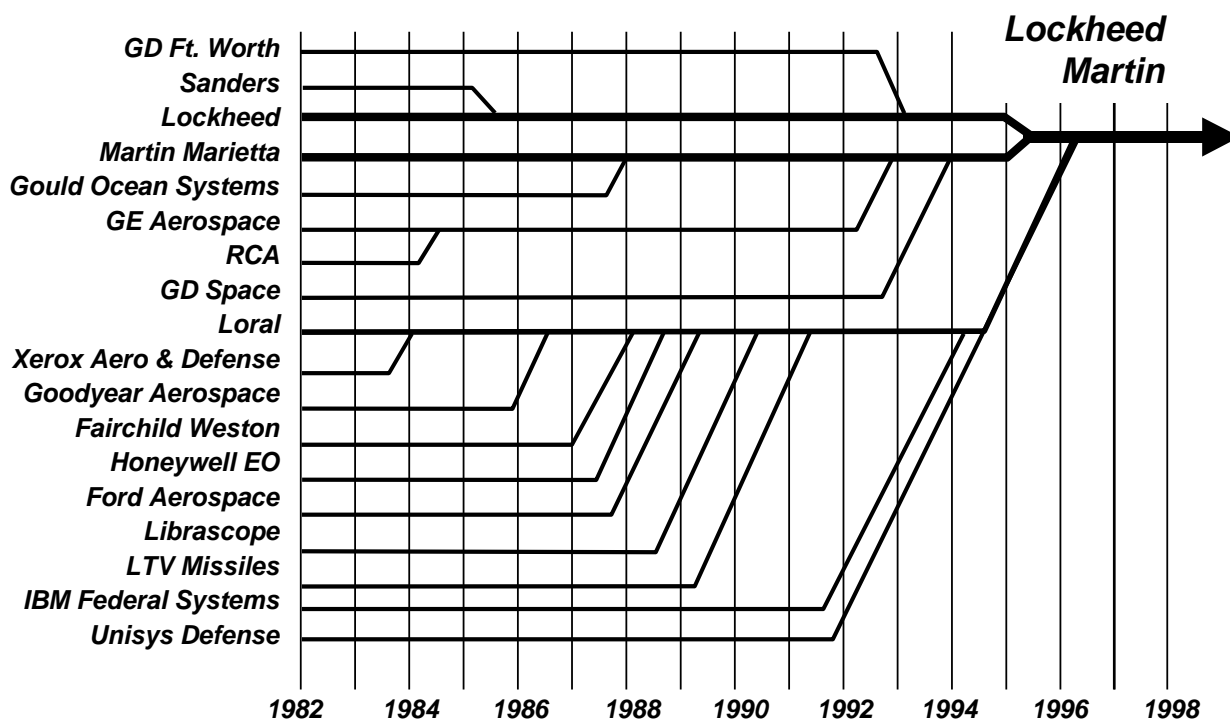
f. Small business. For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

g. Documentation. Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.

3. OVERVIEW

Lockheed Martin Corporation

Headquartered in Bethesda, Maryland, Lockheed Martin is a global enterprise principally engaged in the research, design, development, manufacture and integration of advanced-technology systems, products and services. The Corporation's core businesses are systems integration, space, aeronautics, and technology services. Employing more than 140,000 people worldwide, Lockheed Martin had 2000 sales surpassing \$25 billion. Lockheed Martin was formed from an outstanding heritage of aerospace and defense companies.



Lockheed Martin Transportation & Security Solutions (LM-TSS), a business unit within the \$9.6 billion Lockheed Martin Systems Integration Corporation, traces its heritage to Martin Marietta, Loral Corporation, Ford Aerospace, IBM Federal Systems, and Unisys Defense Systems. LM-TSS' portfolio of programs has been shaped to create a company focused on mission critical needs of DoD, civil agencies, commercial, and international entities. Headquartered in Rockville, MD, LM-TSS has major facilities in Eagan, MN, English Creek, NJ, and Manassas, VA, as well as other locations throughout the U.S., the UK, Germany, Turkey, and Israel. We are a 2800 person organization with a strong program management and performance legacy. LM-TSS maintains a consistently high level of customer satisfaction on a wide variety of programs vital to U.S. defense and civilian agencies, commercial businesses and international customers. We are currently experiencing the highest award fee scores in our history (95.5% average in 2000 and 93.9% in 1999).

LM-TSS' organization encompasses a wide spectrum of expertise, including software, hardware and systems engineering, architecture development, process engineering, COTS integration, and advanced technologies. We are a preeminent integrator of information technology systems and excel at managing

complex, difficult programs. We are currently evaluated at a Capability Maturity Model® (CMM®) Level 5 for software development and CM Level 3 for system engineering. We have also been evaluated at People CMM Level 3. Further, we are the designated center of excellence for Information (INFOSEC) and Physical Security within the Lockheed Martin Corporation, and lead the corporate thrust into command, control, communications and control (C4) business opportunities.

LM-TSS consistently provides high level of customer satisfaction on a wide variety of programs vital to U.S. Government (e.g., defense and civilian) agencies and commercial customers that demonstrate the effectiveness of our established practices. This satisfaction is achieved while effectively managing our subcontractors and meeting our cost and schedule commitments. We have historically had a cost performance index (budgeted cost of work performed compared to program actuals) indicating achievement of all our costs commitments within 1 percent-budgeted cost. Almost 90% of our suppliers have an excellent quality rating. We have consistently met our contract deliverables schedules nearly defect free.

LM-TSS has approximately 2,800 employees. The following table summarizes our personnel by skill category.

LM-TSS Category	Approx. #
Management/Program Management	400
Systems Engineers	600
Software Engineers	600
Other Engineers	500
Other Exempt	400
Non-Exempt	300

The service statistic that we track provides a correlation of the number (%) of our employees by years of service. The following table displays our employees' years of service statistics.

Years of Service	Percentage
< 5 Years	37%
5 - 10 Years	15%
11 - 19 Years	29%
20+ years	19%

We are very proud of these statistics as it shows that well over half of our staff has been with our company at least 5 years and almost 50% have over 11 years of service. In today's employment market, these are very enviable numbers. Lockheed Martin, as a total corporation, strives to be the "Employer of Choice" and to retain employees through a system of benefits, career advancement and compensation.

4. PHYSICAL SECURITY SERVICES DESCRIPTION

Lockheed Martin is an industry-leading integrator of complex physical security systems, and has provided a wide range of solutions for international airports, DoD, non-DoD federal agency, and commercial sector entities. While others possess and make claims of security system expertise, we are the designer, installer, and maintainer of the largest security system in the world-the Pentagon.

Lockheed Martin's physical security group spans more than 30 years beginning with early systems designed and installed to protect the U.S. Ballistic missile silos throughout the United States. The organization has achieved continued success and growth in size, capabilities, and scope by providing security systems to an expanding list of U.S. government and commercial customers. Our installed base now includes turnkey installations (and follow-on services) at over 40 locations in the United States and Europe. As a result, our personnel have gained considerable experience in providing our customers with the security solutions, which include command and control centers, intrusion detection, access control, assessment devices, and integration of existing security systems. To further our means of supporting this contract in the event of surge for numerous simultaneous installations, we have internal mechanisms to draw on the entire corporate resources. The number and types of skilled personnel available to Lockheed Martin for assignment in support of this contract are practically limitless if one considers the entire Lockheed Martin Corporation.

Lockheed Martin Transportation & Security Solutions has on-going contracts and providing services in the following areas:

- Assessment
- Installation and Integration of Subsystems
- Access Control
- Intrusion Detection
- Closed Circuit Television
- Distributed Systems
- ID Video Badging
- Intercom, Paging, and Warning
- Perimeter Gates and Fencing
- Drainage Security
- Training and Maintenance
- Command and Control Systems

5. LABOR CATEGORIES FOR PHYSICAL SECURITY SERVICES (SINs 246-42(1) & 246-52)

Lockheed Martin Corporation offers to provide profession physical security consulting services (SINs 246-42 (1) & 246-52) in the labor categories described in Table 1, within the 48 contiguous states, the District of Columbia, and Puerto Rico. The labor categories specify minimum qualifications, functional responsibilities, and education.

Table 1: LABOR CATEGORIES FOR PHYSICAL SECURITY SERVICES

<i>Skill</i>	<i>Description</i>
E1 Engineer Level: 6 & Above	Senior consultant to top management typically with an advanced degree and 18+ years experience or bachelors with 20+ years experience or equivalent; recognized expert exhibiting an exceptional degree of ingenuity, creativity, and resourcefulness; applies and/or develops highly advanced technologies, scientific principles, theories, and concepts; often acts independently to resolve issues associated with the development and implementation of operational programs; plans R&D programs and recommends technological application programs to accomplish long-range objectives; self-supervised; erroneous decisions would have a prolonged negative effect on organization's reputation, business, and financial posture; typically prime spokesperson to customer on company capabilities and future efforts; managerial/leadership experience or necessary skills.
E2 Engineer Level: 5	Expert, authority in discipline typically with an advanced degree and 12+ years experience or bachelors with 14+ years experience or equivalent; applies advanced concepts, theories, and principles and contributes toward the development of new principles and concepts; works unusually complex problems with consultative direction; erroneous decisions would normally result in failure to achieve goals critical to major organizational objectives and damage the image of the organization's technological capability; advises top management and customers on advanced technical research studies and applications; managerial/leadership experience or necessary skills.
E3 Engineer Level: 4	Emerging authority typically with an advanced degree and 7+ years experience or bachelors with 9+ years experience or equivalent; applies extensive expertise; solves complex problems that require the regular use of ingenuity and creativity; work is performed without appreciable direction and is reviewed for desired results from a relatively long time perspective; erroneous decisions would normally result in failure to achieve major organizational objectives; may function in project leadership roles and represents the organization as prime customer contact on significant technical matters on contracts.
E4 Engineer Level: 3	Career level typically with an advanced degree and 3+ years experience or bachelors with 5+ years experience or equivalent; wide application of principles, theories, and concepts in their field and provides solutions to a wide range of difficult problems with imaginative and thorough solutions; works under general direction, and results are reviewed upon completion for adequacy in meeting objectives; failure to achieve results normally results in serious program delays and considerable expenditure of resources; frequent internal and external customer contacts and represents the organization in providing solutions to difficult technical issues associated with specific projects.
E5 Engineer Level: 1&2 & NES	Entry-level to experienced, but still a learner typically with an advanced degree and 0 years experience or bachelors degree and 0-2+ years experience or equivalent; some use and/or application of technical principles, theories, and concepts; develops solutions to problems of limited to moderate scope and complexity; work may be closely supervised while following specific, detailed instructions or under general supervision; failure to achieve results may result in the allocation of additional resources and cause delays in program schedules; contacts are primarily with immediate supervisor, project leaders and internal to company or group with infrequent customer contacts. May also include non-exempt personnel involved in technical work with appropriate education and/or specialized training and 0 to 7+ years experience or equivalent.

Table 1: LABOR CATEGORIES FOR PHYSICAL SECURITY SERVICES

<i>Skill</i>	<i>Description</i>
T1 Technical Level: 5 & Above	Considered an expert/authority in their discipline typically with an advanced degree and 13+ years experience or bachelors degree with 15+ years experience or equivalent; develops and applies advanced concepts, techniques and standards; develops solutions to complex problems requiring a high degree of ingenuity and innovation; works under consultative direction toward long-range goals and objectives; virtually self-supervisory; erroneous decisions would result in failure to achieve goals critical to major objectives of the organization; prime consultant and spokesperson for the organization on highly significant matters relating to policies, programs, capabilities, and long-range goals and objectives; managerial/leadership experience or necessary skills.
T2 Technical Level: 4	Emerging authority typically with an advanced degree and 8+ years experience or bachelors degree with 10+ years experience or equivalent; regularly contributes to the development of new concepts, techniques and standards; develops solutions to complex problems which require the use of ingenuity and innovation; performs work without appreciable direction and exercises considerable latitude in determining objectives and approaches to assignment; errors in judgment would result in the expenditure of large amounts of company resources; consultant and spokesperson for the organization on major matters pertaining to its policies, plans, and objectives.
T3 Technical Level: 3	Career level typically with an advanced degree and 4+ years experience or bachelors degree with 6+ years experience or equivalent; understands and applies principles, concepts, practices and standards; develops solutions to a variety of complex problems; performs work under general direction and participates in determining objectives of assignments; plans schedules and arranges own activities in accomplishing objectives; erroneous decisions would normally have a serious effect on the administration of the organization; represents the organization as a prime contact on contracts or projects and interacts with senior internal and external personnel on significant matters.
T4 Technical Level: 1&2	Entry-level to experienced, but still a learner typically with an advanced degree and 0-1+ year experience or bachelors degree and 0-3+ years experience or equivalent; solves problems of limited to moderate scope and complexity, work is closely supervised following established policies and procedures or under very general supervision; contacts are primarily with immediate supervisor and within company or group but may be external as well; errors in judgment would normally require a moderate expenditure of resources to rectify.
T5 Technician Level: NES	Non-exempt personnel involved in production/maintenance or administrative support work with appropriate education and/or specialized training and 0 to 5+ years experience or equivalent.

Note: Four (4) years of general experience is considered equivalent to an Associate's Degree, eight (8) years of general experience is considered equivalent to a Bachelor's Degree, four (4) years of general experience + a Bachelor's Degree is equivalent to a Master's Degree, and four (4) years of general experience + a Master's Degree is equivalent to a Doctorate Degree.

6. PHYSICAL SECURITY PROFESSIONAL SERVICES HOURLY BILLING RATES

Lockheed Martin Transportation & Security Solutions offers to provide profession physical security consulting services (*SINs 246-42(1) & 246-52*) in the labor categories described in the previous section at the following hourly rates, within the 48 contiguous states, the District of Columbia, and Puerto Rico. The Calendar Year rates are effective through December 31, 2015.

Physical Security Skill Category	Labor Category	Commercial Rate	Discount	GSA Bid Rate w/IFF
Engineering SME	E1	\$332.38	10%	\$301.40
Engineering Consultant	E1	\$319.64	10%	\$289.85
Staff Engineer	E2	\$243.11	10%	\$220.45
Engineer Specialist	E3	\$196.06	10%	\$177.79
Senior Engineer	E4	\$153.01	10%	\$138.75
Associate Engineer	E5	\$115.54	10%	104.77
Incidental Support Functions				
Business Specialist IV	T1	\$223.03	10%	\$202.24
Business Specialist III	T2	\$166.99	10%	\$151.43
Business Specialist II	T3	\$131.59	10%	\$119.33
Business Specialist I	T4	\$97.77	10%	\$88.66

Footnote: The Federal Government must commit to a 6-month period of performance and provide LM-TSS employees' office supplies and services as required for performance at a non LM-TSS location to obtain government premise rates

7. LIST OF SERVICE AND DISTRIBUTION POINTS (*SINs 246-42(1) & 246-52*)

Services offered are to provide Federal Agencies with the requisite expertise to plan, design, implement, maintain, and document enterprise-wide physical security solutions vital to the their organizational success. All engagements conducted under this contract will be managed centrally from Lockheed Martin Transportation & Security Solutions in Rockville, Maryland. Individual engagements will be staffed by the Lockheed facility servicing the location of the requesting Federal Agency. Lockheed has facilities nationwide to service the 48 contiguous states and the District of Columbia.

8. ARTS 1E PRODUCTS & PROFESSIONAL SERVICES PRICING (*SIN 246-42(1)*)

The Federal Aviation Administration (FAA) has established a need for surveillance information in stand alone Air Traffic Control Towers (ATCTs). These ATCTs maybe outside the coverage of Airport Surveillance Radar (ASR) and do not have access to an automation system to process and display surveillance data. These ATCTs currently operate under Visual Flight Rules (VFR).

ATS 1E, a part of the highly successful Common ARTS program that supplies terminal automation throughout the United States, is a FAA approved Computer Human Interface tool that enables end-users to efficiently implement surveillance, drug interdiction and aviation safety strategies for small airport towers. The ART 1E was developed in response to the National Transportation Safety Board's

recommendation to provide traffic situation displays to small airport towers and mobile surveillance stations. It uses standard FAA/DoD certified ARTS system software and hardware to provide small airports and mobile surveillance systems, for the first time, with radar tracking capability, critical intrusion detection functions such as conflict alert and minimum altitude/longitude warning and a full range of functionality to ensure air safety. The system works by interpreting direct feeds from remote sensors and relaying the information on situational displays.

ARTS 1E PRODUCTS	Unit Price
ARTS 1E (SATDS) System	\$100,420
ARTS 1E Monitors	\$12,261
ARTS 1E Ceiling Articulating Arms	\$2,705
ARTS 1E Desk Articulating Arms	\$431
ARTS 1E Desk Swivel Mount	\$46
ARTS 1E Spares Kits	\$28,806
ARTS 1E Site Installation	\$21,195
ARTS 1E AF Training Conduct	\$18,471

9. ENHANCEMENT, INTEGRATION, AND PREPARATION PRODUCTS **(SIN 246-42(1))**

The enhancement, integration, and preparation products consist of various sundry items that Lockheed Martin Transportation & Security Solutions can integrate into our total solutions for authorized schedule users. Each product group has a \$10,000 ceiling limit and may be only offered in conjunction with other products and services contained in this pricelist.

HARDWARE ENHANCEMENT PRODUCTS (HEP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty hardware goods, such as, but not limited to:

- a.) Field Based Equipment: sensors, peripherals, initiating devices, door fit-out mechanisms, data gathering panels or components, readers for varied tokens or credential types of technologies including biometrics.
- b.) Control Equipment: additions to high-end computers, man-machine interface devices and items designed to improve data processing capacity, speed and throughput.

SOFTWARE ENHANCEMENT PRODUCTS (SEP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty software and firmware, such as, but not limited to:

Software and Firmware Modules that increase systems versatility with regard to capacities, speed, annunciation, flexibility, communications, "Applications" affability, database compliance and performance, remote or on-site diagnostics, software support and training.

ON-SITE PREPARATION PRODUCTS (OPP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty and commodity items such as, but not limited to:

- a.) Consumables: test and calibration equipment, assessment tools, and plans/drawing tools.
- b.) Infrastructure Requirements: communications paths, fiber optics, and backbone topology.
- c.) Site-Prep Materials: cabling, core drilling, conduit, patching materials, and trenching.

INSTALLATION ENHANCEMENT PRODUCTS (IEP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty and commodity items such as, but not limited to:

- a.) Miscellaneous Enablers: connectors, wiring, junction boxes, receptacles, resistors, surge protection, power supplies, transformers, transceivers batteries, installation tools, provisions for disaster recovery, system hardening, redundancy/back-up, and post installation documentation.
- b.) Architectural Requirements: provisions to allow for fit / finish continuity and cosmetic consistency, based on end-user desires and criteria as set by specifiers responsible for overall look and feel of interior/exterior space.
- c.) Environmental Requirements: provisions to ensure systems performance and mitigate failures by meeting environmental conditions with appropriate measures, systems architectures and equipment selection based on ambient criteria.

SYSTEM INTEGRATION PRODUCTS (SIP)

Equipment and services intended to augment the functionality or capabilities of physical security systems in order to enable increased user benefits. Deliverables provided under this CLIN shall be related to specialty and commodity items, such as, but not limited to:

Hardware and software, either stand-alone or in combination, that allow the interfacing or integration of disparate, discrete technologies or functionalities. Discrete technologies or functionality includes networking, electronic access control, computer aided dispatch, closed circuit video surveillance, video or data transmission and storage, wireless paging and annunciation, notification and alarm presentation, imaging and badging, and intrusion detection including perimeter intrusion detection.

10. PHYSICAL SECURITY PRODUCTS **(SIN 246-42(1))**

Lockheed Martin Transportation & Security Solutions offers a complete line of physical security products. A detail description of the Original Equipment Manufacturers (OEM) products can be found in their corporate catalogs, website, or authorized manufacturers representatives product guides. Lockheed Martin Transportation & Security Solutions is an authorized dealer and/or supplier of the following companies physical security products:

- Lockheed Martin Corporation
- Lenel Electronics Inc.

Note: Please contact us for details on the content and pricing of our physical security products.



11. LOCKHEED MARTIN BIOMETRIC PRODUCTS

(Items Deleted from Schedule – Listed for Reference Purpose Only) (SIN 246-42(1))

MFR Part #	Product Description	UOM	Price	Country of Origin	Warranty
FP0001	Desktop live scan system, applicant: Ten-print Livescan Device, Hard shell shipping and carrying case, Applicant software package, Rolled and flat fingerprint capture, Generation of EFTS compliant records, Transmission via SMTP email, Archive to CDRW, Report generation, Pentium III desktop PC.	EA	\$29,715.60	US	3 years OEM warranty on PC, with on site support; 1 year OEM warranty on Livescan and printer, return to manufacturer
FP0002	Desktop EFCS Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Livescan OEM warranty for 2 additional years)	ANNUAL	\$6,145.92	US	Warranty not applicable
FP0003	Portable live scan system: Ten-print Livescan Device, Hard shell shipping and carrying case, Applicant software package, Rolled and flat fingerprint capture, Generation of EFTS compliant records, Transmission via SMTP email, Archive to CDRW, Report generation, Pentium III Laptop PC.	EA	\$32,392.80	US	3 years OEM warranty on PC, with on site support; 1 year OEM warranty on Livescan and printer, return to manufacturer
FP0004	Laptop EFCS Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Livescan OEM warranty for 2 additional years)	ANNUAL	\$6,145.92	US	Warranty not applicable
FP0005	EFCS Training (Desktop or Laptop): Set-up & training	EA	\$4,601.52	US	Warranty not applicable
FP0006	Criminal software package upgrade: Upgrades the EFCS-2100 to allow acquisition of criminal fingerprint cards.	EA	\$1,118.04	US	Warranty not applicable
FP0007	Applicant fingerprint card printer: 1200 dpi applicant fingerprint card printer for EFCS-2100D	EA	\$3,645.84	US	1 Year, return to factory/depot
FP0007 a	Applicant fingerprint card printer – SW only: Software for a 1200 dpi applicant fingerprint card printer for EFCS-2100D	EA	\$660.00	US	Warranty not applicable



FP0008	Criminal fingerprint card printer: 1200 dpi, full duplex criminal fingerprint card printer for EFCS-2100D	EA	\$4,106.52	US	1 Year, return to factory/depot
FP0008 a	Criminal fingerprint card printer: SW only: Software for a 1200 dpi, full duplex criminal fingerprint card printer for EFCS-2100D	EA	\$660.00	US	Warranty not applicable
FP0009	Digital photo upgrade: Upgrades the EFCS-2100 to allow capture of high resolution digital images for mug shot or civil applications	EA	\$6,600.00	US	1 year parts and labor
FP0010	Signature capture upgrade: Upgrades the EFCS-2100 to allow capture of digital written signature.	EA	\$1,028.28	US	1 year parts and labor
FP0011	Desktop stand - Civil: Desktop stand to mount the EFCS-2100D for Civil Applications	EA	\$699.60	US	Warranty not applicable
FP0012	Desktop stand - Law: Desktop stand to mount the EFCS-2100D for Law Enforcement	EA	\$5,280.00	US	Warranty not applicable
FP0013	Deluxe Printer stand: Deluxe stand for either the applicant or criminal printer	EA	\$769.56	US	Warranty not applicable
FP0014	Consumables Kit	EA	\$275.88	US	Warranty not applicable
FP0015	Fingerprint Image Server: High-end Pentium III server, Store and forward software package, 32 Gbyte internal disk, 144 Gbyte RAID, 21-in. color monitor, 1200 dpi network applicant card, printer, Freight (CONUS)	EA	\$87,273.12	US	3 years, on-site
FP0016	Desktop card scan system, applicant: Ten-print Card Scanning Device, Applicant software package, Generation of EFTS compliant records, Transmission via SMTP email, Archive to CDRW, Report generation, Pentium III desktop PC.	EA	\$15,279.00	US	3 years OEM warranty on PC, with on-site support; 1 year OEM warranty on cardscan and printer, return to manufacturer
FP0017	Desktop EFCS-Card Scan System Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Card Scanner & Printer OEM warranty for 2 additional years)	ANNUAL	\$4,973.76	US	Warranty not applicable



FP0018	Portable card scan system: Ten-print Card Scanning Device, Applicant software package, Generation of EFTS compliant records, Transmission via SMTP email, Achieve to CDRW, Report generation, Pentium III Laptop PC	EA	\$17,955.96	US	3-years OEM warranty on PC, with on site support; 1-year OEM warranty on cardscan and printer, return to manufacturer
FP0019	Laptop EFCS-Card Scan System Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Card Scanner & Printer OEM warranty for 2 additional years)	ANNUAL	\$4,973.76	US	Warranty not applicable
FP0020	Laptop EFCS-Card Scan System Maintenance: Annual maintenance & support for month 1 forward (Includes Help Desk, SW upgrades, and extension of the Card Scanner & Printer OEM warranty for 2 additional years)	EA	\$4,973.76	US	3-year OEM warranty on cardscan, return to manufacturer
FP0021	Card Scan System add-on Option: Adds a Card Scanning option to the Live Scan system (available for both desktop & laptop versions). Purchase of the desktop or laptop live scan system is required for this option	EA	\$2,237.40	US	Software maintenance purchased separately
FP0022	EFCS software-only license	EA	\$19,800.00	US	Warranty not applicable
FP0023	EFCS software-only license -- annual maintenance (Includes Help Desk and SW upgrades)	ANNUAL	\$2,970.00	US	Warranty not applicable
FP0024	BioUnique™ Enrollment Capture Application (BECA™)	EA	44,906	US	Manufacturer's (OEM) warranties on all components that comprise the Equipment as listed and described on the BECA Manual. The coverage and length of the original warranty varies by Manufacturer and are recorded on the manual.

12. LABOR CATEGORIES FOR EMERGENCY PREPAREDNESS AND FIRST RESPONDER SERVICES **(SIN 426-4F)**

TECHNICAL POSITIONS

Oversees and manages the operational aspects of ongoing projects and serves as liaison between project management and planning, project team, and line management. Reviews status of projects and budgets; manages schedules and prepares status reports. Assesses project issues and develops resolutions to meet productivity, quality, and client-satisfaction goals and objectives. Develops mechanisms for monitoring project progress and for intervention and problem solving with project managers, line managers, and clients. Professional experience is focused on crisis/emergency preparedness, response, and recovery, or related disciplines.

Works with the customer's staff and other contractor staff to develop timelines and project plans, coordinates and clarifies requirements and needs across the major stakeholders, ensures reports are in line with policy procedures and regulations, reviews documentation and facilitate their sign off with stakeholders, provides input into the development of processes and procedures to drive system development efforts, develops communications / marketing materials to showcase the use of the system, develops and gives presentations and briefings to internal and external stakeholders and assists in strategic and/or operational planning efforts.

TECHNICAL DIRECTOR

Serves as acknowledged subject matter expert in the field. Prime external spokesperson for the industry on highly significant matters relating to both policy and technical matters.

Education/Experience: Masters degree in an engineering/ technical discipline from an accredited college in a related discipline, or equivalent experience/combined education, with 25 years or more of professional experience, or 20 years of professional experience with a related PhD or JD; or 12 years of professional experience with a MD. Viewed as an industry authority.

TECHNICAL MANAGER

Serves as top consultant to top management concerning new or projected areas of technical research and advancements. Prime external spokesperson for the company on highly significant matters relating to research, engineering matters, programs, and technical capabilities.

Education/Experience: Bachelors degree in an engineering/ technical discipline from an accredited college in a related discipline, or equivalent experience/combined education, with 20 years or more of professional experience; or 18 years of professional experience with a related Masters degree; or 15 years of professional experience with a related PhD or JD; or 9 years of professional experience with a MD. Viewed as the most senior authority in discipline.

TECHNICAL SENIOR STAFF

Serves as organization spokesperson on advanced projects and/or programs. Acts as advisor to management and customers on advanced technical research studies and applications.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 14 years or more of professional experience; or 12 years of professional experience with a related Masters degree; or 9 years of professional

experience with a related PhD or JD; or 4 years of professional experience with a MD.
Considered an expert, authority in discipline.

TECHNICAL STAFF

Represents the organization as the prime technical contact on contracts and projects. Interacts with senior external personnel on significant technical matters often requiring coordination between organizations.

Education/experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 9 years of professional experience; or 7 years of professional experience with a related Masters degree; or 4 years of professional experience required with a related PhD or JD; or no experience required with a MD. Considered an emerging authority.

TECHNICAL SENIOR

Frequent inter-organizational and outside customer contacts. Represents the organization in providing solutions to difficult technical issues associated with specific projects.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 5 years of professional experience; or 3 years of professional experience with a related Masters degree; or no experience required with a related PhD or JD. Considered career, or journey, level.

TECHNICAL ASSOCIATE

Primarily internal company contacts. Infrequent inter-organizational and outside customer contacts on routine matters

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 2 years of professional experience; or no experience required with a related Masters degree. Considered experienced, but still a learner.

NON-TECHNICAL POSITIONS

Delivers instruction to customer personnel utilizing lecture, courseware and training media. Operates systems and serve as role players for exercises. Provides subject matter expertise for lesson and course development, maintenance and upgrade. Maintains familiarity with applicable instructions and ensure accuracy of lesson content. Supports engineering and maintenance functions during test, evaluation and operations and/or provides financial and contractual administration. May perform clerical work incidental to operations. Takes corrective action according to supervisor instructions.

NON-TECHNICAL DIRECTOR

Serves as acknowledged expert in field of discipline. Prime spokesperson for the industry on highly significant matters relating to both policy and technical matters.

Education/Experience: Masters degree in an engineering/ technical discipline from an accredited college in a related discipline, or equivalent experience/combined education, with 20 years or more of professional experience, or 15 years of professional experience with a related PhD.
Viewed as an industry authority in discipline.

NON-TECHNICAL SENIOR STAFF

Serves as consultant to management and special external spokesperson for the organization on major matters pertaining to its policies, plans, and objectives.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 15 years or more of professional experience; or 13 years of professional experience with a related Masters degree. Considered an expert, authority in discipline.

NON-TECHNICAL STAFF

Represents organization as a prime contact on contracts or projects. Interacts with senior internal and external personnel on significant matters often requiring coordination between organizations.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 10 years of professional experience; or 8 years of professional experience with a related Masters degree. Considered an emerging authority.

NON-TECHNICAL SENIOR

Frequent internal company and external contacts. Represents organization on specific projects, teams.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 6 years of professional experience; or 4 years of professional experience with a related Masters degree. Considered career, or journey, level.

NON-TECHNICAL ASSOCIATE

Contacts are primarily with immediate supervisor, and other personnel in the section or group.

Education/Experience: Bachelors degree from an accredited college in a related discipline, or equivalent experience/combined education, with 3 years of professional experience; or 1 year of professional experience with a related Masters degree. Considered experienced, but still a learner.

13. **EMERGENCY PREPAREDNESS & FIRST RESPONDER HOURLY BILLING RATES** **(SIN 426-4F)**

Lockheed Martin Transportation & Security Solutions offers to provide Emergency Preparedness and First Responder Equipment, Training and Services in the labor categories described in the previous section at the following calendar year hourly rates, within the 48 contiguous states, the District of Columbia, and Puerto Rico. The Calendar Year rates are effective through December 31, 2015.

TABLE C - EMERGENCY PREPAREDNESS AND FIRST RESPONDER HOURLY RATES SUMMARY

Labor Category	LM-TSS Hourly Rate 2015
Tech Director	\$296.11
Tech Manager	\$247.32
Tech- Sr. Staff	\$204.68
Tech- Staff	\$166.60
Tech- Senior	\$133.90
Tech- Associate	\$103.34
Non Tech- Dir/Manger	\$212.47
Non Tech- Sr. Staff	\$177.71
Non Tech- Staff	\$142.12
Non Tech- Senior	\$113.06
Non Tech- Associate	\$87.36

Footnote:

The Federal Government must commit to a 6-month period of performance and provide LM-TSS employees' office supplies and services as required for performance at a non LM-TSS location to obtain government premise rates.



14. BEST VALUE BLANKET PURCHASE AGREEMENT (BPA)

BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (Agency) and (Contractor) enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) _____.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the Government that works better and costs less.

Signatures

Agency

Date

Contractor

Date



BPA NUMBER _____

BLANKET PURCHASE AGREEMENT
(Customer Name)

Pursuant to GSA Federal Supply Schedule Contract Number(s) _____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

- (1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER

*SPECIAL BPA DISCOUNT/PRICE

- (2) Delivery:

DESTINATION

DELIVERY SCHEDULES / DATES

- (3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

- (4) This BPA does not obligate any funds.

- (5) This BPA expires on _____ or at the end of the contract period, whichever is earlier.

- (6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE

POINT OF CONTACT

- (7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

- (8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;



-
- (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
- (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

15. APPENDIX A: LENEL PRODUCTS

(Items Deleted from Schedule – Listed for Reference Purpose Only)

Note: Please contact us for pricing details on Lenel's complete product line of physical security products.